

Message Text

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PAGE 01 TUNIS 00604 261444Z
ACTION NEA-10

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P 261310Z JAN 78
FM AMEMBASSY TUNIS
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY ALGIERS
AMCONSUL ORAN
AMEMBASSY RABAT
AMCONSUL TANGIER
SECSTATE WASHDC 9705

UNCLAS TUNIS 0604

E.O. 11652: N/A
TAGS: BEXP, TS
SUBJ: MATERIALS HANDLING SEMINAR MISSION

REF: USDOC 00988

1. EMBASSY THINKS THAT REVISED THEME, "MATERIALS HANDLING-CARGO HANDLING EQUIPMENT", IS A GOOD ONE. LAST YEAR'S PORT SEMINAR ATTRACTED ALL MAJOR TUNISIAN POTENTIAL CUSTOMERS, AND A FOLLOW-ON TO THE GENERAL TOPIC OF PORTS DURING 1978 WOULD BE AN EXCELLENT IDEA.

2. TIMING WILL BE A PROBLEM. WE THINK WEEK OF JUNE 12 WILL BE LAST POSSIBLE TIME THIS SUMMER TO ATTRACT THE COMPLETE AUDIENCE WE KNOW WOULD BE INTERESTED. IF SEMINAR SLIPS MUCH LATER THAN THAT WE WILL START TO MISS SOME OF POTENTIAL CUSTOMERS AND MAY NOT BE ABLE TO PROVIDE NEEDED INTERPRETERS. CERTAINLY LAST WEEK OF JUNE IS JUST TOO LATE.

3. IF COMMERCE UNABLE TO SCHEDULE SEMINAR FOR WEEK OF JUNE 12 OR EARLIER, WE SUGGEST SEMINAR BE POSTPONED UNTIL THE FALL OR LATER. THE INTERPRETERS WE HIRE FOR TRANSLATING PAPERS HAVE
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TOLD US THEY WILL BE OUT OF TOWN FROM JULY UNTIL MID-SEPTEMBER. UNLESS COMMERCE IS WILLING TO EITHER SEND US PAPERS FOR TRANSLATION IN JUNE, OR HAVE THE PAPERS TRANSLATED IN WASHINGTON, WE DO NOT SEE HOW ALL PREPARATIONS FOR THE SEMINAR CAN BE COMPLETED UNTIL THE BEGINNING OF OCTOBER. FURTHERMORE, THE ELECTRIC ENERGY SEMINAR, FOR WHICH WE HAVE ALREADY STARTED ADVANCE WORK, IS SCHEDULED FOR OCTOBER. A COMMUNICATIONS SEMINAR IS SCHEDULED

FOR DECEMBER.

4. COMMERCE IS REMINDED THAT DURING FY 78 AND THE FIRST
QUARTER OF FY 79, THERE ARE FIVE SEMINARS OR TRADE MISSIONS
VISITING TUNISIA, NOT COUNTING MATERIALS HANDLING. IN THE FIRST
NINE MONTHS OF CALENDAR YEAR 1979 THERE ARE ONLY VIDEO
OR CATALOG SHOWS SCHEDULED. EMBASSY THINKS MOST EFFECTIVE USE
OF OUR LIMITED MANPOWER WOULD BE TO DELAY THIS MISSION, OR
COMMUNICATIONS SEMINAR, UNTIL 1979.
MULCAHY

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